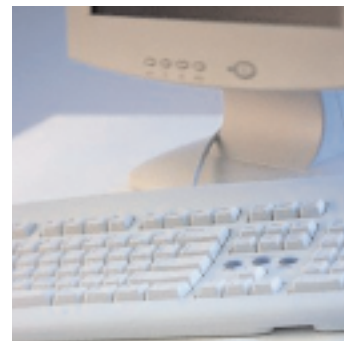


# Exporting

Introducing Massachusetts Businesses to the World



## Overview

The Massachusetts Export Center, part of the Massachusetts Small Business Development Center Network, offers a range of targeted, customized services to help businesses succeed in the global marketplace. The Export Center offers counseling, technical assistance, research and training in the following areas:

- export planning, strategy and international business plan development
- assessment and selection of target export markets
- international channel development including identification and qualification of overseas customers and partners
- international payment and financing
- export logistics and documentation
- export regulatory compliance

Additionally, the Massachusetts Export Center works closely with the Massachusetts Office of International Trade & Investment (MOITI) to help Massachusetts companies promote their products and services in international markets through trade shows and overseas offices.

## How It Works

Companies can contact the Massachusetts Business Resource team or a member of the Export Center via phone or an online contact form accessible through the Export Center's web site: [www.mass.gov/export](http://www.mass.gov/export). Quick exporting questions may be handled via phone

or email. Companies requiring more complex or longer-term export assistance will be linked with the appropriate regional representative for an on-site visit. During this visit, the Export Center representative will assess the client's exporting needs and develop a customized approach for meeting those needs.

## Advantages

The Massachusetts Export Center's team is uniquely qualified to help businesses export, having provided international business development assistance to thousands of companies for over 10 years. On average, clients report over \$25 million in new export sales every year as a direct result of the Export Center's assistance. Moreover, the export growth of Export Center clients far outpaces that of other companies in the state.

## Eligibility

The Massachusetts Export Center's services are available to any Massachusetts business that produces an exportable product, technology or service. Customized international market research and trade promotional services are available to companies with a demonstrated ability and commitment to export.

## Massachusetts Business Resource Team Affiliated Members

One Ashburton Place  
Room 2101  
Boston, MA 01208  
(877) BIZ-TEAM or (877) 249-8326

### Affiliated Members

Massachusetts Office of Business Development  
10 Park Plaza, Suite 3730  
Boston, MA 02116  
(617) 973-8600

Economic Stabilization Trust  
529 Main Street, Suite 110  
Boston, MA 02129  
(617) 727-8158

Workforce Training Fund  
19 Staniford Street  
Boston, MA 02114  
(800) 252-1591

MassDevelopment  
160 Federal Street  
Boston, MA 02110  
(800) 445-8030

### For Technical Information

Massachusetts Export Center  
10 Park Plaza, Suite 4510  
Boston, MA 02116  
(617) 973-8664  
[www.mass.gov/export](http://www.mass.gov/export)

